

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY LA PAZ

UNCLAS STATE 255893

E.O. 11652: N/A

TAGS: BEXP, BL

SUBJECT: MAJOR PROJECT: RIO CHIMPURE - RIO YAPACANI ROAD

REF: LA PAZ 7279, PREVIOUS

1. EMBASSY CORRECT IN ASSUMING MAJOR EXPORT PROJECTS DIVISION SHOULD HAVE RECEIVED IDB PRESS RELEASE ON SUBJECT PROJECT. UNFORTUNATELY THIS WAS NOT THE CASE. THIS IS ONE OF MANY INSTANCES IN WHICH RELEASES FROM IDB AND OTHER INTERNATIONAL FINANCIAL INSTITUTIONS DO NOT FIND THEIR WAY TO COMMERCE. IN ANY CASE, REFTEL INDICATES EMBASSY AWARE THAT PRESS RELEASES ON LOANS OFTEN DO NOT PROVIDE SUFFICIENT LEAD TIME TO ALLOW INTERESTED ENGINEERS TO HAVE REALISTIC CHANCE OBTAIN FEASIBILITY STUDY CONTRACTS. FOR THESE REASONS, WE HAVE ASKED POSTS TO PROVIDE EARLIEST POSSIBLE NOTICE OF POTENTIAL PROJECTS SO THAT THE INFORMATION CAN BE PASSED TO FIRMS WILLING AND ABLE TO USE IT.

2. WE WERE INTERESTED TO OBTAIN REPORT ON SNC PROCEDURES FOR QUALIFYING BIDDERS. HOWEVER, REFTEL DOES NOT INDICATE HOW SNC BECOMES AWARE OF COMPANIES THAT IT CHOOSE TO QUALIFY. ASSUME BERGER AND PARSONS MUST HAVE PRESENTED THEIR CREDENTIALS

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IN SOME WAY, PERHAPS THROUGH PREVIOUS WORK IN COUNTRY. WE HAVE

DISCUSSED INVITATIONS WITH IDB IN WASHINGTON AND LEARNED THAT THE BANK HAS AGREED TO A SHORTLIST OF FOUR COMPANIES; BERGER AND TIPPETTS-ABBETT-MCCARTHY-STRATTON (TAMS) OF U.S., AND HYDROSERVICE AND TRANSEAN S.A. FROM BRAZIL. SINCE BANK INFORMS US THAT, WHILE IT MAY REJECT FIRMS WHICH ARE SUGGESTED BY BORROWER, IT DOES NOT ADD COMPANIES TO LISTS, ASSUME TAMS ALSO CHOSEN BY SNC.

3. APPRECIATE EMBASSY'S EFFORTS OPEN SNC INVITATIONPROCESS. IF SNC IS WILLING RECEIVE QUALIFICATION STATEMENTS FROM U.S. ENGINEERS, MEPD WILL POLL QUALIFIED COMPANIES TO DETERMINE THEIR INTEREST IN ROAD WORK IN BOLIVIA AND EITHER SUGGEST THAT THEY SEND INFORMATION TO SNC DIRECTLY OR THROUGH EMBASSY. WE BELIEVE EITHER PROCEDURE WOULD BE MORE USEFUL THAN OFFER OF DIRECTORIES WHICH CONTAIN INFORMATION ON ENGINEERS WITH VARIOUS SPECIALISTIES BESIDES ROAD DESIGN AND ON COMPANIES WITHOUT INTEREST OR EXPERIENCE IN OVERSEAS BUSINESS. NEVERTHELESS, IF SNC HOLDS EMBASSY TO OFFER, WE WILL PROVIDE COPY OF CONSULTING ENGINEERS COUNCIL'S LATEST DIRECTORY.

4. RE PARA 7 OF REFTTEL, IF EMBASSY WILL PROVIDE REFERENCES ON CIRCULAR AIRGRAMS ISSUED IN 1970 AND 1971 ON DISTRIBUTION OF IDB AND WORLD BANK WORKING DOCUMENTS, AN APPROPRIATE RESPONSE WILL BE PROVIDED.
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